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NOTE: The Business Historical Society presents in this bulletin the fifth article in a series of descriptions of large societies and libraries whose purposes are, in part at least, similar to ours. The following article was contributed by Charles B. Pike, President of the Chicago Historical Society.

Chicago Historical Society

By CHARLES B. PIKE, *President*

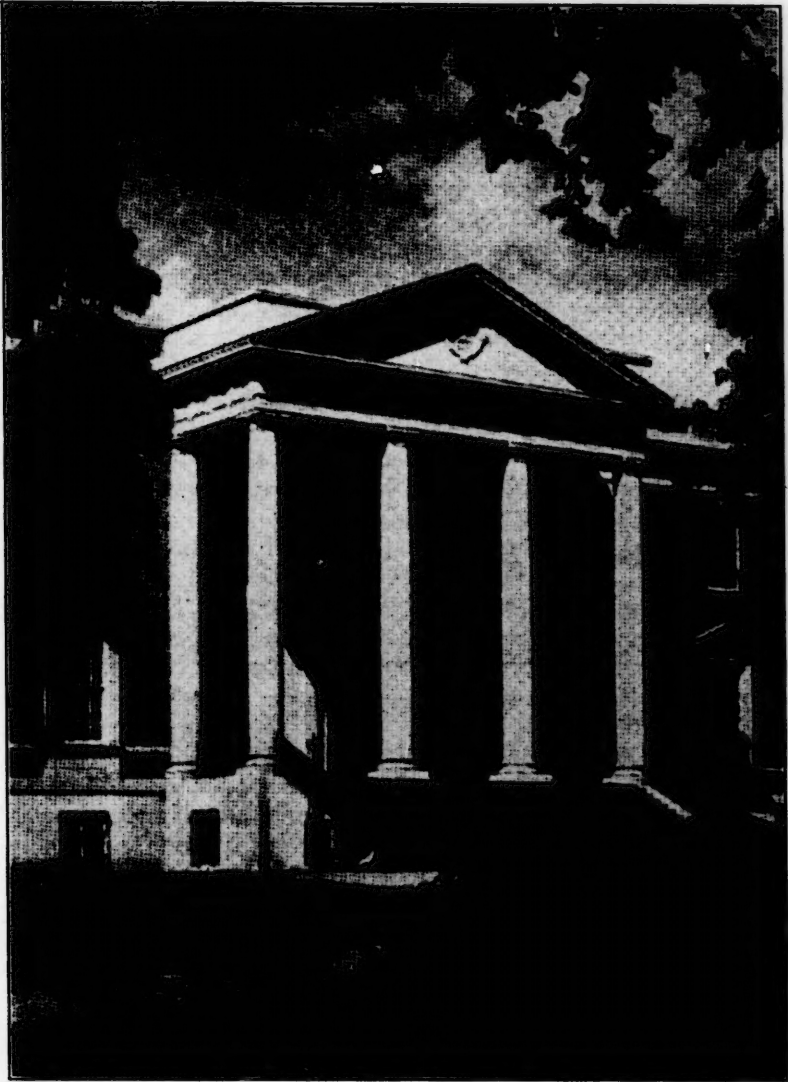
WHEN Illinois was still a part of the American frontier, the Chicago Historical Society began collecting and preserving manuscripts and museum pieces important in the development of the great Northwest. It was in 1856 that a group of Chicago's foremost citizens, led by Dr. William Barry, founded the Society. A year later the organization was incorporated under the laws of the State of Illinois. According to the articles of incorporation, the purpose of the Society is "to institute and encourage historical inquiry and to collect and preserve the materials of history especially concerning the states carved from the Old Northwest Territory." In this broad field, the activities of the institution have been chiefly of two sorts, the assembly of manuscripts and other material for its Library and the collection of historical pieces for its Museum.

Before the Chicago Fire of 1871, the Library of the Chicago Historical Society was one of the two libraries in the city open to the public. Many of its 100,000 volumes and valuable manuscripts were destroyed by the Fire of 1871, and a large number more were lost in the Fire of 1874. Following these disasters, however, the Library was quickly rebuilt, and today is one of the most important historical institutions in the Mississippi Valley. The area covered by the 75,000 volumes of books, 25,000 pamphlets, 50,000 manuscripts, and 5,000 maps may be divided into four fields: American history, Chicago history, Illinois history, and Old Northwest Territory history.

Among these extensive manuscripts and books of a general historical nature may be found much of interest to the student of business. To present a brief description of all the material of economic and business importance in the Library would be impossible in this brief account, but at least it is possible to give a short synopsis of a few of the typical collections. The historian seeking data on the fur trade will find much in the Otto L. Schmidt collection, covering the activities of the French in America between 1644 and 1817. The Menard papers contain about 1,000 items, including account books and letters also on the fur trade, while furnishing information on other business aspects of the Mississippi Valley's early history. Then too, there is the John Lawe collection of 3,000 manuscripts valuable for its revelations on fur traders' activities among the Indians of Wisconsin between 1800 and 1850.

The last days of fur trading in the Chicago territory are recorded in the letter books, journals, and ledgers of the Gurdon Saltonstall Hubbard collection. Other papers in this group of material deal with early Chicago real estate and insurance enterprises. Further information on the beginnings of the real estate business in the region may be found in the 1,400 letters and papers of Fernando Jones.

In the transportation field the Society possesses numerous documents on the Illinois and Michigan Canal. Among the features of this collection are the records of the board of trustees between 1845 and 1871, correspondence and letter books of W. H. Swift, one of the early managers of the Canal, papers concerning the Lockport Lock, and correspondence relative to the operation of the completed Canal. Considerable detail on the Illinois Central Railroad is contained in the 3,700 pieces of the Mason Brayman papers. In addition a great deal of knowledge on the general history of Illinois and



CHICAGO HISTORICAL SOCIETY

the Civil War may be gleaned from these papers. The George Armstrong collection presents facts relative to Armstrong's part in the formation of the railway mail service.

Material of general business value may be found in the Ninian Edwards papers covering the period from 1778 to 1881 with special emphasis on the years from 1800 to 1830. This collection deals mainly with Illinois, but it also reveals much of national interest in that portion of the manuscripts on the Old Northwest Territory. Some material on business is available in the Elias Kent Kane papers covering the period 1770 to 1832. However, the emphasis in the latter papers is placed on the political aspects of the State's history. Other manuscripts in the Library contain information on banking, real estate, and general business enterprises in Chicago, as well as much relative to business in the State and country at large. Students of business visiting the institution frequently consult the extensive local newspaper files, and those interested in the study of population trends find the maps and atlases an excellent primary source.

A few of the more important features of general historical interest are the Loyal Legion collection on the Civil War, the J. B. Kerfoot papers on the World's Fair of 1893, Otto L. Schmidt collection of contemporary books read by Lincoln, the Society of Medical History collection, the John Brown papers, the Gunther collection of American manuscripts from 1600, the Kingsbury papers on early Army posts of the nineteenth century, and the James Wilkinson military and political papers.

The second phase of the Chicago Historical Society's activities is that of collecting and preserving museum pieces of importance in local and national history. In the course of its career the Society has built four buildings. The fourth and present building in Lincoln Park was officially opened to the public on November 12, 1932 and was made possible by the generosity of some two hundred public-spirited Chicagoans. Designed of red brick and white limestone, its Georgian style fits it eminently for its work of teaching American history by means of period rooms. The thirty-six period rooms are laid out in chronological order to tell the history of America from the days of the earliest Spanish explorers to the present time. Many of the rooms are reproductions taken from houses famous in the history of our country or noted for their beauty. The second room, for instance, is a copy of the interior of the Paul Revere house in Boston. With furniture and fixtures patterned after the original,

the exhibit is, indeed, almost a perfect replica of the home of the famous Revolutionary War hero. Then, too, there is the Washington room whose general motif is taken from the west parlor at Mount Vernon.

The Foyer Hall, the heart of the building, is a reproduction of the foyer in Independence Hall which adjoins the chamber in which the Declaration of Independence was signed. Relics of the days when Spain ruled the American continent displayed in the Spanish Exploration room help the visitor to visualize America in the period of the Spanish conquest. To describe all of the period rooms is beyond the scope of this short review, but by suggesting a few titles such as the French alcove, the New Republic room, the Civil War room, and the World War Memorial room, it is possible to show that the Museum does give an excellent pictorial account of America's development.

The Chicago Historical Society never has received and does not receive tax support, but is operated through gifts, interest on endowment, memberships, and door fees. The Society is administered by a board of twenty-four trustees, a president, two vice presidents, a secretary, and a treasurer. The active administration of the building is in the hands of the director, which office is now filled by Mr. L. Hubbard Shattuck.

Industrial Pictures and their Relation to Business History

For several years the Society has been active in securing action photographs of industrial processes for deposit in the Baker Library, and during the past year the organization has carried on an intense campaign to enlarge this collection. Because of these efforts, the number of pictures has been increased to a point where there are now over two thousand items.

Manufacturers in practically all fields of American business have contributed to the collection. Some of the companies have donated pictures covering every mechanical operation in their respective plants; while most of the contributors have given photographs that deal with the more important processes in their factories. All of these pictures show machines in actual operation.

The photographs are used principally in the classes of the Harvard Business School as a supplement to the regular case-book instruction. These action pictures are especially valuable in the industrial management classes because they portray so clearly such practical industrial problems as the relationship between the laborer and the machine. Displays of industrial photographs may also be found at almost all times in the corridors, class-rooms, or study-rooms of the Baker Library.

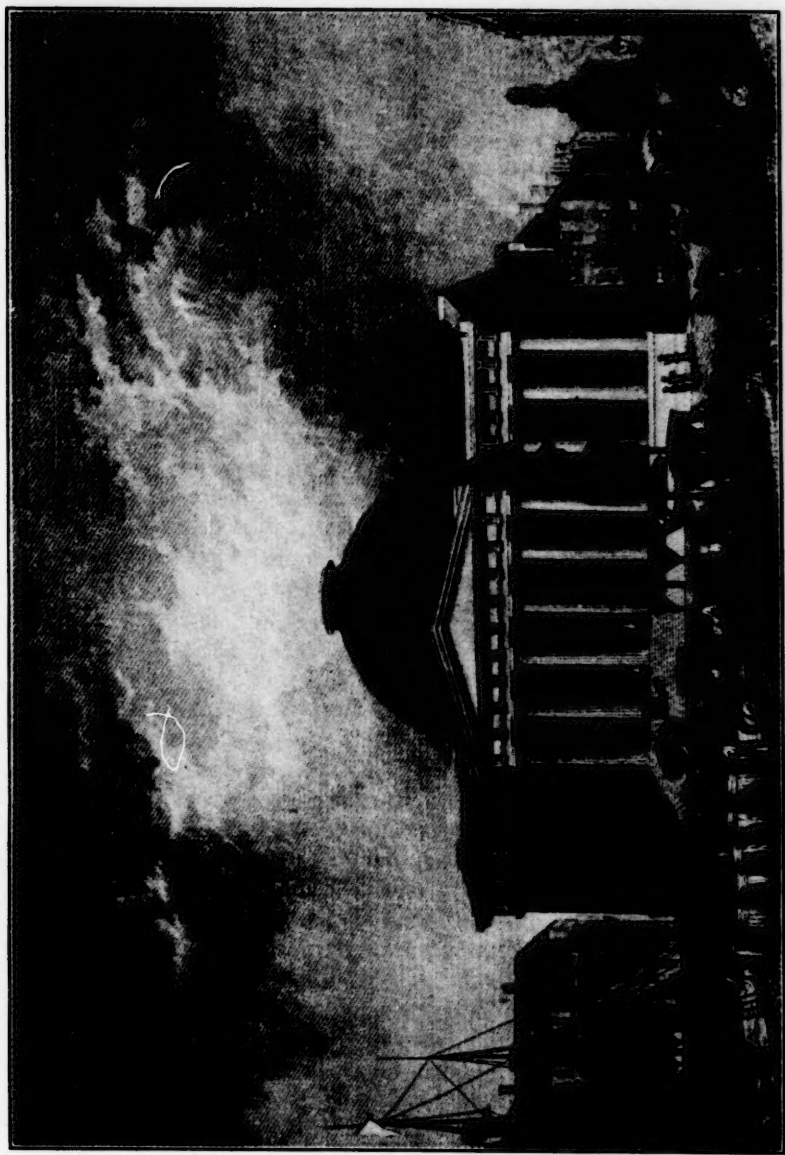
Boston Custom-House

THAT the Boston collector of custom in the year 1843 was a proverbial "Jack of all trades" is revealed in a letter-book of the Boston Custom-House in the files of the Baker Library. Detector of criminals and smugglers, benefactor of sailors in distress, counsel for importing merchants, and adviser for foreign consuls — these were all tasks within the range of duties of this custom-house.

Questions such as "Is a British ship allowed under the laws of this country to clear and trade from port to port in the United States?", "What is the duty on brown sugar?", and "How much wool was imported through the Boston Harbor in 1842?" are typical of the routine inquiries which the Boston custom collector had to answer. At times the official found it expedient to set aside certain custom regulations. For instance, when a student of natural history requested that the usual examination be waived on four boxes of goods he was importing, because the contents of the boxes (oxhorns, buffalo bones, and rare insects) would be ruined by such an inspection, the request was granted.

For the layman it doesn't matter much whether an alewife and a herring are of the same or distinctly different species of fish, but for purposes of custom-house administration, the distinction was a thing of great moment. After a careful investigation, it was decided to the satisfaction of the custom officials that the alewife and herring were two distinct species; the alewife has a deeply notched upper jaw and four or five stripes running from head to tail, while the herring is not so marked.

Smuggling is a major problem confronting any customs agent, but from the letters it appears that the Boston Custom-House had an abnormal amount of such trouble. A great deal of this difficulty



BOSTON CUSTOM-HOUSE IN 1850

was caused by smugglers who operated on an overland route between Canada and Boston. In one case an offender operated contrary to the customary smuggling practice of dealing in small articles of high unit value, by conducting an illicit importation of horses. Because of the smuggling being done between Canada and Massachusetts, an enterprising revenue officer organized a group of informers who were placed at strategic spots in the district.

At one time an informer had given information leading to the apprehension of a smuggler, and when he found what a small fee he was to receive for his information, he wrote an indignant letter to the Custom-House. He contended that as soon as the smuggler was arrested, the smuggling would stop, and then the "government would gitt the duty and i shall gitt nothing — the government would do well to allow ten thousand for the information for they would safe it in three months — Sir, if you or the government could have seen the smugglin carried on that i have, you woulden hesetate to give three times ten thousand to stop it." Informing is an old device by means of which governments have sought aid in the enforcement of laws; but rarely does one find a participant placing a valuation on his services.

Jacob Peabody and Company, Auctioneers

IN THE development of our modern industrial society, the form of marketing institutions have constantly been in flux. New types of distribution have been brought forth to meet changing conditions only to become obsolete as a result of further change. An institution that became influential after the War of 1812, reached its heyday by 1825, and then declined into relative unimportance by 1840 was the wholesale auction system. In the Society's possession are the records of Jacob Peabody and Company, a Boston auction and commission house that operated in this era of the auctioneer. Study of the papers of this collection not only gives considerable detail on methods of conducting an auction business, but also discloses much on the historical development of the auction system in this period.

Auctions have been used since ancient times as a means of selling merchandise. Although auctions were employed early in American history, they were a discredited mode of vending prior to 1800 be-

cause they were used almost entirely to close out stocks under forced disposition. During the War of 1812, when British manufacturers found their American markets cut off, they began sending their products to this country indirectly through Canada and through neutral ports. Numerous American importers were often connected with the same importation, and consequently it was desirable to sell the goods as expeditiously as possible. Auction sales proved to be the speediest and most profitable means of accomplishing this purpose.

With American stocks depleted immediately after the War, a deluge of supplies began pouring in from Europe. This enormous influx of materials placed even more emphasis on speed in selling, and the importance of the auctioneer was enhanced. The practice of advancing cash to the foreign manufacturer was a major reason for the great popularity of the auction. Because of the cash advances, it was possible for the foreign exporter to enjoy a high rate of turnover, and since the need for working capital was thereby reduced, the products could be sold at a lower margin of profit.

It was not long before this oncoming tide of foreign goods had caused a glut in our markets, which finally led to a severe price decline. Albert S. Bolles in his "Financial History of the United States" depicts the situation in this manner: "Merchants, finding that they could sell their goods at auction with such facility, and be ready for another venture so soon, ordered twice as much as they would have done, had they continued to sell all of their goods in the old way." By the latter part of 1816, the avalanche of products had driven prices to a point where most of the New York jobbers and importers were forced into bankruptcy.

In addition to being a major factor causing this crisis among importers, the auction system had a further dampening effect in preventing the situation from rectifying itself through the operation of natural forces. When British manufacturers found many American importers bankrupt, they had to find some method of selling their surplus. It required little investigation to show that the only agency left was the auction system. Although prices in America were below the cost of production, prices in Europe were still lower; consequently, the American market was the more attractive. Thus despite the already overstocked American market, the British producers continued to flood the country with their wares. Auctioneers became a wealthy and influential body of men. They were directors in almost every New York bank, and through their influence

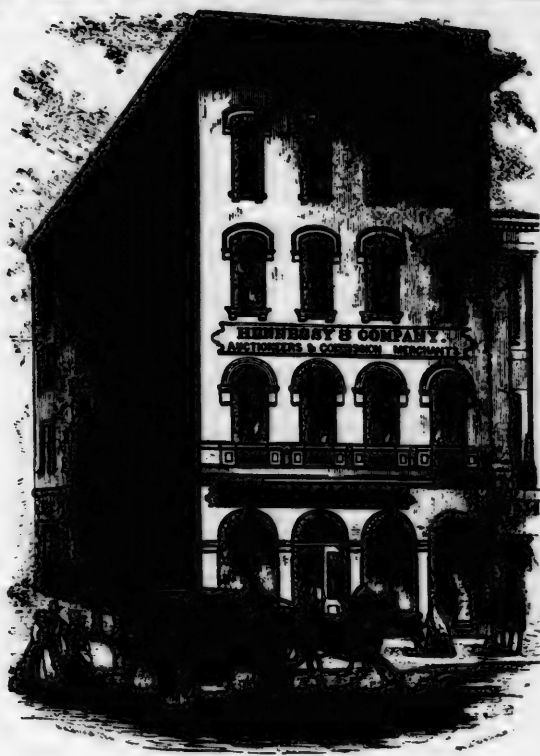
they were able to obtain favorable discounts to an indefinite amount.

The auction system was a major factor in reducing the influence of the tariff for a period after the War of 1812. In the first decade of the nineteenth century American industry had made prodigious strides forward; and for a short time after the War, with demand still outrunning supply, industry continued to move ahead. By 1816 the European dumping policy had begun to take effect. For three years the condition continued to grow more serious, until finally in 1819 the country was thrown into a panic. Many of the American industrial enterprises were unable to weather the storm and were driven out of existence. Champions of industrial America pointed to the auction system as the agency that had made the European dumping policy effective.

Although the auctioneer did cause the American manufacturer considerable trouble, he also performed several useful services. The auction method of distribution proved of great assistance in the introduction of new products in the American markets. Geographically cut off from Europe, youthful America had not been favored with new commodities that were being offered in European markets. Through the device of cutting prices, the auctioneer forced new products into the market and thus broke down old customs and habits. This tendency was especially noticeable in the field of dress where the movement was toward cheap but showy wearing apparel.

In providing an outlet for domestic factories, the auction served a second useful service. Hampered by lack of funds, many infant companies were unable to handle their own distribution. The auction system with its low costs of selling admirably satisfied the needs of these small producers. Supporters of the auction maintained that the low distribution costs made lower prices to retailers and ultimate consumers possible. However, opponents of the system argued that the competitive bidding of buyers raised the prices above those arrived at under the private sale method.

Charges and denouncements without end were made against the auctioneer and his devices. Adversaries contended that the system defeated the objectives of the protective tariff by aiding foreign dumping of commodities, brought ruin to American importing jobbers and merchants, promoted dishonest practices, centered the wholesale business in the hands of a few large operators, caused money to be spent abroad which should have been spent at home,



ISAAC H. WRIGHT,

Having purchased the whole estate, business, and interest of HENNESSY & Co.
carries on the

AUCTION AND COMMISSION BUSINESS,

At the Store No. 15 WINTER STREET, Boston,

Under the old style and firm, and solicits consignments of every description of property, particularly furniture, pictures, other works of Art, and Fancy Goods generally, upon which liberal advances, ready sales, and prompt returns will be made.

ISAAC H. WRIGHT, Licensed Auctioneer.

AN AUCTIONEER'S ESTABLISHMENT ABOUT 1850

accentuated the fluctuations of business, and resulted in the sale of a cheaper quality of goods.

Antagonism against the auction method of sale was most pronounced between 1815 and 1835. First attempts to undermine the flourishing distributive device were made through newspapers and magazines that flaunted the evils of the auction system. Secondly, the agitators incited merchant associations to boycott auctions. A third direction of attack was by way of legislative action, both in state and national legislatures. None of these methods of attack seemed to have a very potent influence, for the auctions continued to flourish. When the popularity of the auction did begin to wane, it was brought about by natural forces rather than by artificial methods of control.

In his "Early History of American Auctions" Ray B. Westerfield states that "By 1844 the anti-auction war had passed." He states further that the causes of the decline of the auction were many. "Steam navigation brought together the agents of foreign commission houses and the jobbers of this country and the inducements for a speculative and uncertain market were lessened. The introduction of the bond and warehouse system enabled importers to hold their surplus stocks from auction until the market could absorb them in private sales. Many articles which were formerly sold largely at auction ceased to be imported on account of our rising manufacturers. It seems that auction duties proved prohibitive in the case of certain commodities."

Jacob Peabody first engaged in the auction and commission business at Salem in 1804, and he moved his business to Boston in 1816. The account books show for each year that the number of articles handled, the number of manufacturers represented, and the volume of goods sold at auction increased. The first indication of antagonism against the auctioneering system in the Peabody papers is recorded in a letter dated January 16, 1822. The letter states, "We must turn our attention to private sales principally, as auction business is growing very unpopular in this town, the grocers have formed a powerful combination not to buy at auction for one year."

The Peabody collection does not give any information on the decline of the auction system because the business was sold in 1826, when Jacob Peabody was overtaken by ill health. However, the papers do cover the developmental period of the American auction up through the period when they were being most bitterly opposed.

Pan American Exhibit

As a result of an invitation from the Pan American Union of Washington, D. C., to participate in the commemoration of Pan American Day on April 14, the Baker Library has installed a special exhibit of materials on the industry and commerce of all Central and South American countries. According to present plans the exhibit will be retained until the middle of May. The Business Historical Society has played an active part in securing the material for this display.

Action photographs of processes in the industries of the various countries, advertising material, and samples of products compose the exhibit. In collecting the various parts of the display, the Library had been aided by the general consuls of the South and Central American countries in Washington and by corporations whose trade activities bring them into contact with Central and South America.

Preparation for the exhibit has been a collaborative effort on the part of Professors J. Anton de Haas and George B. Roorbach of the Harvard Business School and Mr. Frank C. Ayres, Executive Secretary of the Society.

War as a Stimulus to American Industry

IN THE history of America, war has proved a powerful stimulus to industry. Naturally, hostilities will bring forth increased activity in most branches of trade, which enhancement of activity lasts only during the persistence of the war stimulus. However, there have been a few industries in each major war that have been permanently advanced. A survey of the diversified collections in the Society's possession calls to mind certain industries that normal development would have caused to bloom at a much later date and others that might never have been developed had it not been for the exciting influence of war.

Before the War of 1812, the cotton-goods industry had been operated on a small scale basis. Individual companies were run with limited capital by a group of men lacking vision. With the destruction of foreign commerce coincident with the War, America became dependent on herself for her cotton-goods supply. Prices of cotton-goods soared in sympathy with the rise of general com-

modity prices, and the industry became a profitable field. At the same time a large supply of capital that would customarily have been invested in the shipping business became idle. These two factors induced a large number of men to go into the textile industry. When the War was over, America found itself with a completely revamped cotton-goods industry. Extensive resources had been invested in the field; and what is probably of greater importance, efficient methods of organization had been adopted. The changed character of cotton-goods establishments introduced by the War of 1812 was typically American in that it embodied the principles of mass production and integration.

The Civil War permanently boomed the production of agricultural machinery, canned foods, and of ready-made clothing and shoes. In the case of agricultural implements, McCormick had completed his developmental work on the reaper a few years in advance of the War. Mowers, revolving rakes, drills, two-horse cultivators, and rotary spaders had been invented, but they were too expensive for most farmers. After the opening of hostilities, two factors brought about the widespread use of farm machinery. Men were drawn into the ranks, thus causing a shortage of labor on the farms; and prices of farm products began climbing. Following the adoption of machinery, it was not long before the farms were able to meet the increasing demands of the army. Facilities for the manufacture of agricultural implements increased in proportion to the demands of the farmers. When peace came, farmers had discovered the advantages of machinery, and were unwilling to return to hand methods of agriculture.

Although the processes of canning food had been known for some time prior to the Civil War, public prejudice had prevented the spread of the industry. The difficulties of providing an army with fresh food brought out the advantages of canned foods, and the industry was stimulated to great activity. Between 1860 and 1870 the annual production of canned foods increased from five million to thirty million cans.

Before this increased demand could be satisfied it was necessary to find a method of speeding up the canning process. Previously it had required too much time to boil the produce, but the difficulty was overcome by adding calcium chloride to boiling water, thus increasing the temperature. By this device the amount of boiling required was reduced from five or six hours to approximately a half hour.

Countless people tasted canned food for the first time during the Civil War. Soldiers in camps tried canned products, liked them, and recommended the new method of preparing food to friends and relatives at home. With the War ended, the prejudice against canned foods had been largely removed, and the demand for the industry's product remained strong.

The ready-made clothing makers began operations in 1837, but their efforts were shortly stifled by the crisis of that year. Following the crisis, the clothing producers began moving ahead; so that when the War came, they were ready for a rapid expansion. After the War, the industry did not sink back into its previous quiescent state, for consumers now appreciated the cheapness and quality of ready-made clothes.

The same stimulating effects noted in the case of the clothing industry were operative in the factory-made shoe field. In the pre-War period wayside shops requiring little capital investment dominated the shoe business. Factories that did exist were merely storerooms, salesrooms, or central points, where shoes were cut for sewing in private homes. As in other fields, the War could not have had its stimulating influence on the shoe business had it not been for previous inventions. In this case, McKay had invented the sewing machine for shoes, which was absolutely fundamental to a factory system of shoe production.

The Spanish American War was of such short duration that there was little opportunity for any important changes in industry. But even here there was some effect, for the War did permanently advance our shipping interests in the Pacific and West Indian trade.

The chief industries stimulated by the World War were such technical fields as aviation, alloy steels, coal-tar products, explosives, and power implements for agriculture. With the outbreak of the War, American manufacturers came to realize that they had been dependent on Europe for high grade alloy steels. Automobile producers, who had received their better quality steels from Germany, demanded that a substitute be developed for Krupp steel. Steel manufacturers, who had been so busy pushing production that the high quality products had been neglected, turned to the task of finding a product that would meet the analysis of foreign steel. Their efforts were rewarded with success, and as a result America became permanently possessed of an alloy-steel business. Since electricity was utilized in the new steel processes, the power industry was also stimulated.

The World War found the American coal-tar products industry and the explosives field in a relatively undeveloped state. Since explosive producers had the scientific knowledge and the necessary raw materials, it did not take them long to meet the increased demand. In the case of coal-tar products insufficient technical knowledge placed the industry in a more difficult position. In the latter field the War stimulus first affected the American dye makers. The dye producers made excellent progress in improving their technical processes, so that by 1917 twenty-three companies were making coal-tar crudes and ninety-eight companies were making finished dyes. In 1914 by-product ovens made less than one-third of the coke produced in this country, but four years later the ovens produced two-thirds of the total output.

It is probable that the aviation industry was advanced several years by the War influence. In 1914 there were only sixteen airplane producers, and the value of their output was less than \$800,000. Five years later there were thirty-one producers, and the value of their product was approximately \$14,000,000. As in the Civil War, the agricultural implement business also made permanent advances due to the stimulus of the World War. This time the power implement branch of the industry led the march forward.

Thus, it may be said that American wars have advanced industry in three different ways: stimulation of new industries, arousing out of lethargy of old industries; and the introduction into this country of old industries previously developed in foreign countries.

In Memoriam

THE Society deeply regrets the loss of one of its members, Mr. Otto H. Kahn, who died in his New York office on March 29. Mr. Kahn became a member of the Society in 1930, and since that time he had cooperated not only with the Society but also with the Harvard Business School.

During the first quarter of the twentieth century, Mr. Kahn was a dominant figure in the field of international finance as a member of the firm of Kuhn, Loeb and Company. In recent years he had not been as active in financial affairs. Mr. Kahn was born in Germany, and was the son of Bernard Kuhn, a banker of Mannheim. After being educated in the schools of his native land, he entered his father's banking business. In 1894 he came to New York and be-

came a member of the firm of Speyer and Company; two years later he joined the firm of Kuhn, Loeb and Company.

Aside from his financial activities, Mr. Kahn was a devoted patron of art and music. He was an important figure in bringing the Metropolitan Opera Company to its present position of prominence. In addition he was instrumental in the founding of the Chicago Civic and the Boston Grand Opera companies. His collection of art was one of the finest in the country.

The Society takes this opportunity to express its appreciation for the advice and assistance which Mr. Kahn so generously contributed during the period of his membership.

Secretary's Column

ACQUISITIONS

SINCE the publication of the last Bulletin the Society has received and gratefully acknowledges the following acquisitions:

From Ellis G. Wood, Arlington, Massachusetts: a monograph entitled *History of the Ice Tool Business in Arlington, Massachusetts*, compiled by Ellis G. Wood, 1933.

From Henry W. Kinney, Dairen, Manchuria: Henry W. Kinney, *Some Observations on the Present Manchurian Situation*, a monograph, 1933.

From Great Western Railway, London, England: three photographs: the "Cornish Riviera Express"; the "Tregenna Castle"; the engine used to draw the world's fastest steam train, "The Cheltenham Flyer."

From The Institute of Actuaries, London, England: *Journal of the Institute of Actuaries*, No. 310, 1933.

From A/B Nordiska Föreningsbanken, Helsingfors, Finland: *The Quarterly Review Unitas* for the years 1929-1933, inclusive. (In English.)

From the Bank of Finland, Helsinki, Finland: *Annual Reports*, 1914 to 1932, inclusive; *Monthly Bulletins*, 1932 and 1933; *Year Books* for 1929-1932, inclusive. (In English.)

From Coöperative Wholesale Society, Ltd., Helsinki, Finland: *Reports of the Board of Directors for the years 1918-1932*, inclusive. (In English.)

From Finnish Coöperative Wholesale Society, Ltd., Helsinki, Finland: *Annual Reports* (in English) of the Society for the years 1910-1932, inclusive.

From Kansallis-Osake-Pankki, Helsinki, Finland: *40th Anniversary publication, 1890-1930; file of Annual Reports*. (In English.)

From Prof. Henri Hauser, La Faculté des Lettres de l'Université de Paris, Paris, France: Henri Hauser, *La Prépondérance Espagnole (1559-1660)*, 1933.

From Handelskammer, Bremen, Germany: *Report for 1933*.

- From Reichs-Kredit-Gesellschaft, Berlin, Germany: *Deutschlands Wirtschaftliche Lage an der Jahreswende 1933/34*; *Effektivverzinsung deutscher festverzinslicher Werte*, December, 1933; *Aktienwerte der Berliner Börse*, for June, September, and December, 1933.
- From International Association for Rubber and other Cultivations in the Netherlands, Indies, Amsterdam, Holland: *Sixteenth Report on Native Rubber Cultivation*, 1933.
- From Nederlandsche Organisatie voor de Internationale, The Hague, Holland: *Kwartaalsbericht 1933*.
- From Census and Statistics Office, Wellington, New Zealand: *Official Year Book*, 1934.
- From *The American Fertilizer*, Philadelphia: eleven issues of back numbers.
- From Walter J. Decker, Consul General of Bolivia, New York City: miscellaneous monographs and publications relative to economic and business conditions in Bolivia, for *Pan American Day* exhibit.
- From Carnegie Institution of Washington, Washington, D. C.: illustrated pamphlet; catalogue of publications; announcement of the News Service Bulletin; ten publications of the Carnegie Institution: Guides to the Manuscript Materials for the History of the United States to 1783, in the British Museum, in minor London Archives, and in the Libraries of Oxford and Cambridge, 1908; Guides to manuscript materials relating to the history of the United States, and American History, in Spanish Archives, 1910; in Washington Archives, 1911; in the German State Archives, 1912; in Canadian Archives, 1913; in London Archives, 1914; in Swiss and Austrian Archives, 1916; in Russian Archives, 1917; in European Libraries, 1925; in the Libraries and Archives of Paris, 1932.
- From Eduardo Buendia, Viceconsul of Colombia, New York City: an *Industrial and Commercial Map*; two pamphlets entitled "*Colombia — The Treasure Land*," and descriptive folders, for *Pan American Day* exhibit.
- From J. S. Cullinan, Houston, Texas: J. S. Cullinan, a monograph on *The Petroleum Industry in Texas*, 1934.
- From J. M. Davis, President, The Delaware, Lackawanna & Western Railroad Company, New York City: an article from the *San Francisco Bulletin* of February 2, 1918, entitled *Laying the Cornerstone of American Plutocracy*.
- From Consul General of El Salvador, New York City: *The Republic of El Salvador*, issued by the Bureau of General Statistics of El Salvador, 1924: a display card exhibiting the principal product of El Salvador, coffee, for *Pan American Day* exhibit.
- From Seth T. Gano, Boston: Earl Sparling, *Kreuger's Billion Dollar Bubble*, 1932; Julius Stieglitz, *Chemistry in Medicine*, 1928; *Mexican Petroleum*, published by Pan American Petroleum & Transport Company, 1922; *Manual of Industrial Chemistry*, edited by Allen Rogers, 1915; *Cardiff Railway Company*, description, rates, etc., of the Bute Docks, Cardiff; four maps.

- From W. E. Bennett, Guggenheim Brothers, New York City: two albums of photographs of the Caracoles Tin Company of Bolivia, for *Pan American Day* exhibit.
- From C. A. Jones, Spur, Dickens County, Texas: a booklet entitled *Freeport Sulphur Mines*, published by the Freeport Sulphur Company.
- From Warren H. Manning, Cambridge, Massachusetts: account books and papers of D. F. Pratt and Pratt & Frost, from 1832 to 1873.
- From Rafael Nieto, Consul General of Mexico, New York City: publications of *Modern Mexico* and miscellaneous advertising folders, for *Pan American Day* exhibit.
- From Charles Moore, Chairman, Commission of Fine Arts, Washington, D. C.: a file of McKim, Mead, and White letters having to do with the construction of the Boston Public Library.
- From Alston H. Garside, economist, New York Cotton Exchange, New York City: various *Reports of the Board of Managers; By-Laws and Rules New York Cotton Exchange, 1920; By-Laws and Rules Wool Top Exchange*; pamphlets on *Wool Tops Futures Market; Purposes of New York Cotton Exchange*; Alston H. Garside, *Specimens of Cotton Hedging, 1934*; series of eight bulletins on *Wool Top Trading*.
- From Owens-Illinois Glass Company, Toledo, Ohio: six photographs of operations incident to the manufacture of glass; a monograph, *Educational Story of the Manufacture of Glass*.
- From Henry W. Peabody & Company, Boston: fourteen mounted photographs; a sample of sisal and samples of sisal cordage, for *Pan American Day* exhibit.
- From A. B. Miller, Managing Director, Pennsylvania Electric Association, Harrisburg, Pennsylvania: eleven *Annual Reports of the Conventions of the Pennsylvania Electric Association*.
- From Pittsburgh Coal Company, Pittsburgh, Pennsylvania: six action photographs of operations carried on by this company.
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